



Asst. Sales Manager to seek an entry level in a good organization which ensures mutual growth and healthy work culture, where my logical and analytical expertise are properly utilized and adapt to my advancement as a person and climb up the hierarchy level. Assignments have involved complex, multi-functional requirements that need well developed consulting and people skills to effectively manage resources and stakeholders across different work streams to achieve the required outcomes.

Mallikarjuna Reddy Y

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Professional skills

- Proven leadership ability.
- Good Communication Skills.
- Good Organizing Capability.
- Presentation Skills
- Client Relationships
- Prospecting Skills
- Sales Planning
- Analytical thinking

Trainings

- Product Training at JCB
- Product Training KOMATSU

Education

- Master in Business Administration
2006 - 2008

Experience

Role: Assistant Sales Manager 04/2021 till date

Company: Macons Equipment Pvt Ltd Andhra Pradesh

Marketing and sales of **MACONS EQUIPMENTS PVT LTD** equipment's for concrete solutions and Industrial Vehicles for Food and Pharma Companies.

Direct, Dealer and Industrial sales was involved through direct marketing and sales to **Construction Companies, industries, Hotels, Hospitals, Hydel Thermal power projects, Tunnels, Airports, Concrete roads, Bridges, Industrial structures, Software companies and Institutional sales** involved in usage CONCRET RELATED EQUIPMENTS OR MACHNIERY, for usage in their respective use of construction. The job involved in to the direct Marketing done to the above-mentioned customers located in Andhra Pradesh, Also involved in to the spares and service dealers in the respective areas of coverage.

Roles & Responsibilities

Started as Asst.Sales Manager, to develop the product especially among the construction companies.

- The company is in to the product range involved in to the concrete equipment's.
- Achieving the sale targets & maintaining market shares, industry growth.
- Formulate effective sales plans and marketing strategies for launching the product presentation to the customers and ensuring high sales.
- Develop strong relationship with key clients and channel partners for enhancing business volumes.
- To prepare various reports as required by premiers.
- To plan a Product by studying the market and competition.
- Achieving sales targets & maintaining market shares and industry growth with a team of 2 Area Business Manager, 2 Sales Engineers & 3 Service Engineers.
- Service handling in coordination with the help of Service Manager.

Personal details

Nationality : Indian
Languages :English, Hindi, Telugu.

Permanent Address

Kogatam (p) (v), Kamalapuram (m),
Kadapa (D.t)

Technical Skill set

- Operating Systems: Windows 98/XP.
- Accounting Packages: Tally.
- MS Office (Excel Word,PPT)

Past Experience

***Roles :** Sales Executive,Team Lead*
***Companies :** MG Brothers,Gold Fields,Mithra Earth Movers,Sri Lakshmi Tractors*

- Worked as Sales Team Lead in Sri Lakshmi Tractors (Kadapa), who is dealer for CASE770 Backhoe loader for Kadapa district since 06/2019 till 03/2021
- Worked as Sales executive in MITHRA EARTH MOVERS Pvt.Ltd. Hyderabad from 02/2012 till 04/2019
- Worked as sales executive in GOLDFIELDS Pvt.Ltd. Nellore for JCB 3DX (Kadapa) from Dec 2010 to Jan 2012.
- Worked as sales executive in M.G. BROTHERS INDUSTRIES Pvt.Ltd. Nellore for TATA315E (Kadapa Dist) from Jun 2010 to Dec 2010.

Achievements

Macons Equipments Pvt Ltd (OEM):-

Appointed dealer for COSTAL AP in the span of 40 days.

Sri Lakshmi Tractors: -

I have sold 18 CASE 770 Back Hoe Loaders in the span of 1.5 Years in KADAPA

Mithra Earath Movers: -

I've Sold 46 machines (PC130 (43) and PC 71(3)) excavators were sold in the span of 7 years, which was highest sales till that time and I been promoted to Sales In-charge for the same achievement.

Gold Fields:-

I have sold 65 JCB 3DX machines over a target of 60.

MG Brothers:-

2 TATA 315E machines were sold in the span of 6 months.

Declaration

I hereby declare that the information furnished above is true to the best of my knowledge.

(Y.Mallikarjuna Reddy)